

Solicitation Overview, Instructions to Offerors and Evaluation Criteria

Jordan Dorsey - Contracting Officer

John North - Contract Specialist

- U.S . Navy Contracting is governed by the Federal Acquisition Regulation (FAR), the Defense Federal Acquisition Regulation Supplement (DFARS), and the Navy Marine Corps Acquisition Regulation Supplement (NMCARS).
- These regulations can be found at the following website <http://farsite.hill.af.mil/>.
- Nothing stated during this Industry Day, Site Visit or contained in any of the documents provided, will qualify the terms and conditions of the RFP.

Solicitation Overview (cont)

- Any correspondence pertaining to this acquisition should be directed to the below NAVSUP FLCN points of contact:
 - FLCN Points of Contact are:
 - Mr. Jordan Dorsey, 1-757-443-1411
 - jordan.dorsey@navy.mil
 - Mr. John North, 1-757-443-1230
 - john.w.north@navy.mil

- Below is the layout of the solicitation in accordance with the Uniform Contract Format (UCF)(FAR 15.204-1):
 - Section A, Solicitation/contract form.
 - Section B, Supplies or services and prices/costs.
 - *Section C, Description/specifications/statement of work.*
 - *Section D, Packaging and marking.*
 - *Section E, Inspection and acceptance.*
 - *Section F, Deliveries or performance.*
 - *Section G, Contract administration data.*
 - *Section H, Special contract requirements.*
 - *Section I, Contract clauses.*
 - *Section J, List of attachments.*
 - *Section K, Representations, certifications, and other statements of offerors.*
 - *Section L, Instructions, conditions, and notices to offerors or respondents.*
 - *Section M, Evaluation factors for award.*

GENERAL

- Responses to the Request for Proposal (RFP) are due by 1200 (EST) 07 December 2012.
- Offerors must submit proposals in three separate volumes:
 - Volume I Non-Price Proposal - Technical Approach
 - Volume II Non-Price Proposal - Past Performance
 - Volume III Price Proposal
- Proposals must be written in English and priced in Euros.
- All questions and comments relating to the solicitation should be submitted, in writing (English), to Mr. John North no later than 1200 (EST) 26 November 2012.
- Questions submitted will be posted to NECO and FedBizOpps.
- Interested parties must be registered in the System for Award Management (SAM) and have completed their “Representations and Certifications”.

REQUIREMENTS FOR PROPOSAL FORMAT

- Volume I consists of the following sections:
 - Management Approach
 - Technical Comprehension/Capability
- Volume II consists of Past Performance.
- Volume III is comprised of the solicitation documents and the Price Proposal.

- Includes proposal page limitations, software format, requirements for style, and proposal submission instructions.

- NOTE: Proposal page limitations included in this section are the maximum pages the Government will evaluate. Any pages over the maximum will not be evaluated. Late proposals will not be accepted or evaluated.

PROPOSAL CONTENT

Non-Price Proposal:

- Non-Price Sub-factor I - Technical Approach:
 - Technical Approach Element I - Management Approach
 - Technical Approach Element II - Technical Comprehension/Capability
- Non-Price Sub-factor II - Past Performance.
 - Relevant Past Performance References are those similar in Scope, Magnitude and Complexity to this requirement.
 - Past Performance Information Form (Submitted with Vol. II)
 - Past Performance Report Form (Submitted by vendor client/customer)

PROPOSAL CONTENT (cont.)

Price Proposal:

- Section B “Schedule of Supplies/Services”
- Schedule B Pricing Sheet (Attachment to the RFP)
- Signed Standard Form 33 “Solicitation, Offer, and Award” and signed amendments (if applicable).
- Pricing shall be in Euros.
- Signed letters of commitment from all significant subcontractors (10% or more)
- Pricing information shall only be contained in this proposal and shall not be included in any other volume.
- The fully loaded labor rates proposed under CLIN’s X001 and X002 along with the capped G&A and/or Overhead rates proposed under CLIN’s X003 and X0004 will be incorporated into the contract and considered not-to-exceed rates in pricing delivery orders.
- The estimates provided for labor hours, materials, travel and ODC’s plus the capped G&A and/or Overhead amounts must be used in pricing proposals. Variances from these estimates will not be considered.

EVALUATION CRITERIA

- The evaluation of proposals will consider the offeror's Non-Price proposal to be more important than the Price proposal.
- The Technical Approach and Past Performance sub-factors, along with their respective elements, comprise the overall Non-Price Factor.
- Of these sub-factors, Technical Approach is more important than Past Performance.
- Within the Technical Approach sub-factor, Element 1.1 – Management Approach is more important than Element 1.2 – Technical Comprehension/Capability.
- After the Technical Approach and Past Performance sub-factors have been evaluated, a combined overall Non-Price Factor rating will be assigned.

Key Points

(Solicitation Section M)

- The following tables will be used to evaluate the technical approach portion of the proposal:
- Technical Ratings Table

Color	Rating	Description
Blue	Outstanding	Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. Strengths far outweigh any weaknesses. Risk of unsuccessful performance is very low.
Purple	Good	Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains strengths which outweigh any weaknesses. Risk of unsuccessful performance is low.
Green	Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Strengths and weaknesses are offsetting or will have little or no impact on contract performance. Risk of unsuccessful performance is no worse than moderate.
Yellow	Marginal	Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements. The proposal has one or more weaknesses which are not offset by strengths. Risk of unsuccessful performance is high.
Red	Unacceptable	Proposal does not meet requirements and contains one or more deficiencies. Proposal is un-awardable.

➤ Past Performance Relevancy Ratings

Rating	Definition
Very Relevant	Present/past performance effort involved essentially the same scope and magnitude of effort and complexities this solicitation requires.
Relevant	Present/past performance effort involved similar scope and magnitude of effort and complexities this solicitation requires.
Somewhat Relevant	Present/past performance effort involved some of the scope and magnitude of effort and complexities this solicitation requires.
Not Relevant	Present/past performance effort involved little or none of the scope and magnitude of effort and complexities this solicitation requires.

➤ Past Performance Confidence Rating

Rating	Definition
Substantial Confidence	Based on the offeror's recent/relevant performance record, the Government has a high expectation that the offeror will successfully perform the required effort.
Satisfactory Confidence	Based on the offeror's recent/relevant performance record, the Government has a reasonable expectation that the offeror will successfully perform the required effort.
Limited Confidence	Based on the offeror's recent/relevant performance record, the Government has a low expectation that the offeror will successfully perform the required effort.
No Confidence	Based on the offeror's recent/relevant performance record, the Government has no expectation that the offeror will be able to successfully perform the required effort.
Unknown Confidence (Neutral)	No recent/relevant performance record is available or the offeror's performance record is so sparse that no meaningful confidence assessment rating can be reasonably assigned.

Questions?

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